

**AWARD NOMINATION
LARGE BUSINESS PARTNER OF THE YEAR**

**(For presentation at the Annual Small Business Awards ceremony
June 2003)**

Bureau: Internal Revenue Service

1) Please provide the following company information:

**Company Name: Abacus Technology Corporation
Attn: Mr. Scott Rawls**

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**Point of Contact: Mr. Scott Rawls
Director, Competitive Sourcing**

IRS competitively awarded a Blanket Purchase Agreement against GSA's MOBIS Schedules Abacus Corporation. For the MOBIS Schedules, Abacus is considered a large business. However, they are considered a small business in many other areas.

As a result of the President's Management Agenda, the IRS has identified several studies to support the agency goals for 2002 through 2004 in the competitive sourcing area. Abacus Corporation received one of the 21 blanket purchase agreements to provide IRS with competitive sourcing support services.

This company has teamed with an SBA certified small disadvantaged business to provide this support service. The company, Comnet Sciences of 202 W. Shearwater Court, Suite 51, Jersey City, NJ 07305 was brought into the fold with the award of the BPA to Abacus. Because of the partnership between Abacus and Comnet Sciences, opportunities were immediately afforded to the small

disadvantaged business. They were a partnership from the beginning and have continued that relationship throughout the initiative.

Abacus Corporation with support from Comnet Sciences was awarded the first order under our BPAs for competitive sourcing. The work involved development of the first Performance Work Statement (PWS) for the Area Distribution Centers (ADCs) within the IRS. There are three locations that are known as ADCs with potential for outsourcing.

The partnership with Comnet is further evidenced by the satisfaction received by the Program Office, Multimedia Publishing throughout the project. This whole team comprised of Abacus, Comnet, and IRS personnel was able to jointly complete the PWS development and are currently finalizing the solicitation itself.

Competitive sourcing is an adversary topic. The mere involvement in the process can often cause negative opinions by employees. The negative opinions have been confirmed in some agencies when the outcome was that government personnel either experienced a RIF (reduction-in-force) or actually lost their jobs. Thus, it is often difficult to develop a team that will share, communicate, produce, and keep focused. The Multimedia Publishing team from IRS was able to immediately team with the Abacus team (which includes the small disadvantaged business). They (Abacus) were required to do a monthly self-evaluation as well as an evaluation of the IRS. This was something new that we instilled that was truly a tool that helped the success of this project. Since Abacus was the first company out of the shoot for this type of study for the IRS, they were also helpful in the development of this tool. This was just a small piece of their contributions.

Abacus-Comnet has a virtual office system that allowed all parties with a "need to know" to access their system and provide comments, suggestions, changes, etc. in that virtual environment. This virtual office system was priceless. It saved time, travel, money, and was also more efficient than working in stovepipes or the normal email traffic.

The team was able to keep the spirits of the personnel in a cooperative and light mode which further enhanced the work product.

Communications were vital - timeliness and responsiveness were critical. Abacus-Comnet was experts in this field, providing continuous and constant availability either through presence, telephone or electronically. Their professional guidance in A-76 (competitive sourcing) situations was always sought and considered. Their staff was very professional.

They were able to continually track their progress through monthly status reports that included tracking expenditures and cost. This was another crucial tool used in monitoring their progress. The team was totally committed to achieving the IRS goals. The teams (IRS, Abacus and Comnet) clearly achieved unprecedented partnerships.

The Abacus team had highly visible and positive experience in PWS development for A-76 studies and were able to provide constant assistance to the IRS team in this new IRS endeavor. Their expertise was invaluable.

The small business goals of IRS were exceeded by Abacus. Approximately 20% of the effort was performed by the small disadvantaged business. This was something that Abacus automatically brought to the table from the onset of the competitive sourcing BPA awards. They continue to ensure that participation includes their small, disadvantaged business partner.

An RFI was released to industry for comment and a true testimony of the success of this effort was the positive reaction by industry.

Because of the excellence of the services received throughout Government, this company currently has an excellent record of performance. They have been solicited for additional work under the IRS Competitive Sourcing BPAs and have recently been awarded another study for a PWS development.

Abacus Corporation has been rated as "Outstanding" for all competitive sourcing past performance data received. They have certainly proven this rating in their performance with IRS.

The Director, Office of Competitive Sourcing, who is funding all of the support services for the IRS at this time, was extremely pleased with this contractor's performance. He recently sent a letter of commendation to the President of Abacus commending the team under the leadership of Scott Rawls on their performance with IRS.

It is clear to the IRS that Abacus Corporation is a company of high integrity, capabilities, and the recognition of the importance of promoting small businesses in their efforts through their partnership with Comnet. It is highly recommended that this company be recognized by the Department of Treasury as the Large Business Outstanding Contractor of the Year.